

## Message Text

UNCLASSIFIED

PAGE 01 KUWAIT 02665 161333Z  
ACTION NEA-10

INFO OCT-01 ISO-00 EB-07 /018 W  
-----170009Z 018696 /64

R 161250Z MAY 77  
FM AMEMBASSY KUWAIT  
TO AMEMBASSY ATHENS  
SECSTATE WASHDC 8033  
USDOC WASHDC

UNCLAS KUWAIT 2665

ATHENS FOR RTDO

E.O. 11652: N/A  
TAGS: BEXP  
SUBJECT: TRADE OPPORTUNITY: SYNTHETIC WALL FACING MATERIAL

1. EMBASSY CONTACTED BY REP OF NATIONAL HOUSING AUTHORITY (NHA), GOK AGENCY RESPONSIBLE FOR \$4 MILLION GOK HOUSING CONSTRUCTION PROGRAM. NHA LOOKING FOR NAMES AND ADDRESSES OF U.S. MANUFACTURERS OF SYNTHETIC WALL FACING MATERIAL. REP TERMED SUBSTANCE /"SYNTHETIC STUCCO", APPLICABLE BY SPRAYING OR ROLLING ON TO EXTERIOR CONCRETE BLOCK SURFACES, TO PROVIDE A FINISHED SURFACE SIMILAR TO THAT PROVIDED BY STUCCO. MATERIAL MUST BE CAPABLE OF BEING APPLIED IN (AND OF WITHSTANDING) CONDITIONS OF HIGH HEAT (130-150 DEGREES FARENHEIT) AND HIGH HUMIDITY. NHA IS INTERESTED IN UTILIZING NEW MATERIAL ON A 4-6000 UNIT HOUSING PROJECT AT MESSILA, SOUTH OF KUWAIT. MATERIAL WOULD HAVE OBVIOUS APPLICATIONS TO FURTHER NHA PROJECTS. NEW MATERIAL WOULD REPLACE CONCRETE BLOCK FACING CURRENTLY IN USE. IT IS NOT NOW AVAILABLE IN KUWAIT EXCEPT IN FORM (FRENCH PRODUCT) NOT MEETING NHA SPECIFICATIONS.

2. COMMENT AND ACTION REQUESTED: ABOVE PRESENTS VERY LUCRATIVE TRADE OPPORTUNITY FOR U.S. FIRMS, ONE THAT COULD UNCLASSIFIED

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PAGE 02 KUWAIT 02665 161333Z

MOREOVER ESTABLISH A FIRM POSITION FOR A NEW U.S. PRODUCT IN THE KUWAIT MARKET. REQUEST 1) USDOC AND RTDO PUBLICIZE OPPORTUNITY TO INTERESTED U.S. FIRMS;  
2) LIST OF MANUFACTURERS OF PRODUCT FOR TRANSMITTAL TO NHA. INTERESTED FIRMS SHOULD WRITE TO NATIONAL HOUSING AUTHORITY, P.O. BOX 23385, KUWAIT, KUWAIT.  
MAESTRONE

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01-Jan-1994 12:00:00 am  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
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**TAGS:** BEXP  
**To:** ATHENS STATE  
**Type:** TE  
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**Review Markings:**  
Margaret P. Grafeld  
Declassified/Released  
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22 May 2009  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009